

Executive Office
New York, NY

Operations Center
Livingston, NJ

Sales Offices
Atlanta, GA
Boston, MA
Chicago, IL
Cumberland, MD
Dallas, TX
Los Angeles, CA
Memphis, TN
Phoenix, AZ
Seattle, WA
Tampa, FL

CIT Small Business Lending



Smart financing for small and growing businesses

CIT is one of the nation's leading Small Business Administration (SBA) lenders, offering SBA 7(a) and 504 loans for small and growing businesses. CIT can meet a variety of small business needs including:

Commercial Real Estate Finance:

- Up to 90% financing
- Terms up to 25 years

Construction Financing

- Up to 90% financing
- Terms to 25 years
- Single loan closing for construction and permanent loans

Franchise Financing

- Up to 80% financing on start-ups and acquisitions
- Terms up to 25 years
- Management experience required

Medical Practice Financing (MD, Dentist, Veterinarian)

- Up to 85% financing
- Terms up to 25 years
- As little as two years experience working in the profession required

Business Acquisition Financing

- Up to 85% financing
- Terms up to 25 years
- Industry experience required



About CIT

CIT (OTC: CITGQ) is a bank holding company with more than \$60 billion in finance and leasing assets that provides financial products and advisory services to small and middle market businesses. Operating in more than 50 countries across 30 industries, CIT provides an unparalleled combination of relationship, intellectual and financial capital to its customers worldwide. CIT maintains leadership positions in small business and middle market lending, retail finance, aerospace, equipment and rail leasing, and vendor finance. Founded in 1908 and headquartered in New York City, CIT is a member of the Fortune 500.

www.cit.com

SBA 7(a) Loan Program Overview

CIT Small Business Lending has been designated as a Preferred Lender by the SBA, which gives us the authority to make credit decisions on behalf of the U.S. government. This enables us to process loans more quickly and efficiently than many other SBA lenders. There are a number of advantages to SBA loans, including longer terms, no points and no balloon payments.

Who is Eligible for an SBA Guaranteed Loan?

Most for-profit small businesses including manufacturers, wholesalers, retailers and service businesses, as well as independent or franchise businesses.

Loan Qualifications

- Retail and service businesses with 3-year average sales not exceeding \$6.5 million to \$32.5 million, depending on the industry
- Wholesale businesses with up to 100 employees, regardless of sales volume
- Manufacturers with up to 500 employees, depending on the industry, regardless of sales volume

SBA 7(a) Loan Size

- Loans from \$350,000

Loan Fees

- Loan packaging fee up to \$1,000
- SBA guaranty fee*
- Fee may be financed in the loan

*SBA will eliminate upfront guaranty fees until the aggregate dollar amount of 7(a) loans made under this authority exhausts the funds dedicated to that purpose or through approximately December 31, 2009.

Use of Proceeds

- Commercial real estate (purchases, construction or refinance)
- Leasehold improvements
- Business expansion
- Machinery, equipment, furniture or fixtures
- Business acquisitions
- Partner/shareholder buy outs
- Start-up (franchise, medical/professional practice)
- Refinancing available on eligible commercial mortgage loans

Collateral

- First security interest in all business assets
- Personal assets (including residences) may be taken as collateral

Terms

- Up to 25 years for real estate purchases
- Up to 25 years for business acquisitions with real estate
- Up to 25 years for franchise start-ups with real estate

Down Payments

- As low as 10% for commercial real estate purchase
- As low as 15% for business acquisitions
- As low as 15% for business start-ups

504 Loan Program Overview

CIT Small Business Lending partners with Certified Development Companies (CDC) to offer SBA 504 loans. These loans provide long-term, fixed-rate financing to small businesses requiring "brick and mortar" financing for expansion or modernization.

Program Highlights

- Larger projects - Up to \$5,000,000
- Longer loan terms - 20 to 25 years
- Up to 90% financing
- Fully amortizing - no balloons

Use of Proceeds

- Purchase, construction or renovation of owner occupied commercial real estate
- Business acquisition with real estate
- Franchise acquisition with real estate
- Equipment purchase and working capital in conjunction with above
- Refinancing available on eligible commercial mortgage loans

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